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# AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE DIVISION OF COOPERATIVE MARKETING,  
BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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## COOPERATIVES ARE INCREASING IN SIZE

Cooperative marketing associations are increasing in size. Tabulations made from data collected in 1922 and in 1925, for associations handling dairy products and fruits and vegetables, clearly indicate that the small-sized association lost in relative importance during the three-year period, and that the large-sized association gained.

In 1922 approximately 12 per cent of all the associations marketing dairy products were transacting business which amounted to not more than \$20,000 a year each. Three years later but 6.5 per cent of all the associations were in this small-business group. From 1922 to 1925 the percentage of all the associations whose total annual business amounted to less than \$100,000 decreased from 71 per cent to 57 per cent. During the same period the percentage of associations transacting business amounting to more than a half-million dollars increased from 1.2 per cent to 4.2 per cent. The numerical increase was from 18 to 75.

The figures for the associations handling fruits and vegetables tell much the same story as do those for associations handling dairy products. In 1922 more than 25 per cent of the fruit and vegetable associations listed with the Department of Agriculture reported total sales below \$20,000, while in 1925 but 20.8 per cent of the associations reporting fell in this group. Fifty-nine per cent of all the associations in 1922 were handling less than \$100,000 of business annually; three years later the group handling business below \$100,000 constituted but 53.2 per cent of all the associations.

A larger per cent of the fruit and vegetable associations were in the higher groups in 1925 than in 1922. In the earlier year 9.5 per cent of all the organizations marketing fruits and vegetables reported sales in excess of a half-million dollars, while in 1925, 11.7 per cent had annual sales above \$500,000. The number of associations reporting which fell into this group increased during the three years from 56 to 68.

### SKOOKUM APPLES BEING ADVERTISED

Advertising in newspapers in 35 cities is the backbone of the 1926-27 advertising campaign of the Skookum Packers' Association, Wenatchee, according to a recent statement by the management. In those cities where the sale of Skookum apples has been large, the names of the local jobbers are carried in the advertisements.

Advertising space is also being used in magazines with a national circulation. It is reported by the management that a larger number of direct requests for advertising material for use by dealers has been received than ever before. Shipments of such material have been made to dealers in more than 500 cities in the United States, and also to England, Scotland, Holland, Netherlands, Sweden, Finland, Germany, Switzerland, China, Java, Australia, New Zealand, Peru, Argentina, Brazil, South Africa, Cuba, Porto Rico, Panama, and Mexico.

The first assessment for advertising Skookum apples was made in 1913, when ten cents a box was collected on 38,721 boxes of apples of extra fancy and fancy grades. Only seven of the ten cents collected was used, the remainder being refunded to the growers. The entire advertising expenditure was used in New York City, mostly for educational work with the trade.

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### CALIFORNIA CITRUS MARKETING ASSOCIATION COMPLETES TWENTY YEARS

Mutual Orange Distributors' record was broken during the past season by the marketing of 6,767 cars (basis of 400 boxes) of citrus fruit for its California and Arizona member-units. In reporting the fact the management points out that the next best season was that of 1923-24 when 6,702 cars were handled. Of the total shipments the past season, 30,531 boxes went to England.

The management also reports a probable refund of one cent a box, the cost of marketing, including distributing, advertising and selling, having been less than the retains of 8 cents a box on fruit sold at auction and 15 cents a box on fruit sold at private sale.

Purchases totaling \$1,178,616 were made by the supply department which was operated at a cost of  $2\frac{1}{4}$  per cent. Refunds have been made as follows: Labels, \$823; spraying material, \$1,212; and shook, \$33,656. These amounted to 1.42 cents a box.

The Mutual Orange Distributors is a non-profit marketing agency serving thirty-six groups of citrus growers, who are organized with local packing houses. Recently it assisted in the organization of two new packing house groups in San Diego and Santa Barbara Counties, California. It has been operating since 1906. During the past few years attention has been given to the searching out of markets for citrus fruit in Europe and the Orient.

### YAKIMA ASSOCIATION FINDS WAREHOUSE REPORTS VALUABLE

During January of each year, beginning with 1925, the warehouse managers of the Yakima Fruit Growers' Association, Yakima, Wash., have prepared complete annual reports of the transactions of the preceding year. These reports include the number of growers in each district, the acreage and production, the grade and size of the apples delivered and packed, prospects for tonnage for the coming year, analysis of labor costs, and recommendations for changes in operations or improvements of plant and equipment for the coming season. An inventory of supplies is also given. The reports are filed with the management and have been found useful in comparing results in the various plants and in determining policies.

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### FLORIDA CITRUS ASSOCIATION IS ACTIVE

Grower members of the Mount Dora Citrus Growers' Association, Mount Dora, Fla., have received more than \$1,700,000 for 858,085 boxes of citrus fruit marketed during the last eight years. This is an average price per box of \$2.04. This figure, according to the management of the association, indicates a gross return to the grower of about \$337 an acre a year.

The Mount Dora association was organized the same year (1909) as the Florida Citrus Exchange of which it is a member-unit. In 1913 it reported 22 members and in 1924, 124 members.

The quantities of fruit handled and amounts paid the growers for the last eight years are as follows:

Shipping season	Boxes shipped	Amounts paid growers
1918-19	59,165	\$154,649
1919-20	70,218	254,045
1920-21	135,835	229,350
1921-22	98,115	241,421
1922-23	98,990	200,306
1923-24	166,296	145,884
1924-25	136,773	315,252
1925-26	92,693	215,393
<b>Total</b>	<b>858,085</b>	<b>\$1,756,300</b>

Several years ago a fully equipped packing house with capacity for packing six cars of fruit a day was erected. This plant cost \$93,000.

NEBRASKA EQUITY CREAMERY REPORTS NET EARNINGS

Net earnings of \$42,000 are reported by the management of the Farmers' Equity Cooperative Creamery Association, Orleans, Nebr., for the 1926 year. The association made 3,055,333 pounds of butter compared with 2,100,000 pounds for 1925. Sales for the year amounted to \$1,300,000.

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OHIO FARMERS HAVE NEW MILK PLANT AT CLEVELAND

A fine new plant, equipped with modern machinery, and capable of handling 600 cans of milk per hour, is now in operation by the Ohio Farmers' Cooperative Milk Association at Cleveland, and running at practically full capacity. This company does not retail any milk but sells fluid, pasteurized milk, cream, buttermilk, etc., at wholesale to bottlers and retailers in the City of Cleveland. At present the receipts of milk at the plant are more than 20,000 gallons a day. The plant is equipped to manufacture condensed milk, butter and cottage cheese.

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MILK ASSOCIATION AT ST. LOUIS REORGANIZING

Plans for the more complete organization of the St. Louis Pure Milk Producers' Association, East St. Louis, Ill., are being laid before the membership of the association. It is proposed that the chief activity of the organization shall be to bargain with the milk distributors as to prices to be paid the producer members. In addition to bargaining the association will undertake to check weights and tests made by the dealers purchasing milk from members. It will also undertake to increase the demand for dairy products by promoting advertising campaigns, and in other ways stimulating demand.

The organization is to be a nonstock, nonprofit, membership association. Milk producers must pay a membership fee of \$2 and execute a note for use as collateral for loans, on the basis of \$1 for each cow, with a minimum face value of \$15. The association will be sales agent for its members, with authority to sell all dairy products. The marketing contract is a continuous one with option of withdrawing at stated times. The association will be largely financed out of prospective earnings. It is intended that reserves shall be accumulated for meeting future emergencies.

Payments for milk will be made by distributors directly to producers, such commissions and deductions as are required by the association being made by the distributors and paid to the association.

The association will be managed by fifteen directors representing producing districts. An executive committee of five, working through the manager, will be directly responsible for the operation of the organization.

MINNESOTA MILK MARKETING ASSOCIATION IS GROWING

The annual meeting of the stockholders of the Twin City Milk Producers' Association held at St. Paul, Minn., December 10, 1927, marked the completion of ten years of activity. This association operates over a territory with a radius of forty miles. The membership increased by more than 300 during the past business year and is now approximately 7,000.

Among the important changes of the year were the opening of a large new plant in Minneapolis, the addition at one of the country plants of a new unit for making skim-milk powder, and the closing of some of the smaller country plants. The president reported that the officers were "convinced that the large plant equipped to manufacture in accordance with the needs of the trade on short notice, is the type of plant best suited to promote the welfare of the stockholders."

Each year since starting to operate in 1917 a larger quantity of milk has been handled, as will be noted by the figures in the table below:

Year	Milk handled		Sales	
	(Pounds)	(Relative)		(Relative)
1917	-----	---	*\$1,194,672	---
1918	69,866,247	100	2,103,183	100
1919	88,217,181	126	3,113,408	148
1920	97,303,379	139	3,410,943	162
1921	147,031,313	210	3,796,807	181
1922	161,502,871	231	4,313,275	205
1923	215,035,772	308	6,568,509	312
1924	252,053,926	361	6,830,885	325
1925	279,510,276	400	# 7,592,690	---
1926	# 299,628,452	---	# 8,464,354	---

\* From April to December 31.

# Twelve months ending September 30.

Approximately one-half of the milk received for the past year was sold to distributors as whole milk. Forty-two per cent of the milk was separated and the cream sold or made into butter; more than 6 per cent of the milk was made into cheese; and 2 per cent was condensed. The skim milk was disposed of as follows; condensed, 14.3 per cent; powdered, 13.8 per cent; made into casein, 29.5 per cent; sold to distributors, 14.4 per cent; sold to producers, 11.8 per cent; miscellaneous, 16.2 per cent.

Sales for the twelve months ending with September amounted to \$8,464,354. Milk and cream sales amounted to \$5,824,145; butter sales to \$1,452,538; and cheese sales to \$380,028. Total receipts from skim milk and skim milk products were \$404,023. Expenses for the year ending September 30 were \$570,981.

## NORTH DAKOTA ASSOCIATION TO CONDITION GRAIN

Announcement has been made by the management of the North Dakota Wheat Growers' Association, Grand Forks, that all wheat reaching the terminals from association members and containing more than 15 per cent of moisture will be redried. This policy has been adopted that the association may do all within its power to make sure that the maximum price is obtained for the grain delivered for marketing. It is estimated by the management that a gain of from two to six cents a bushel will result from carrying out this policy.

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## TEXAS HAS BIG EQUITY-UNION EXCHANGE

Wheat to the amount of 2,030,415 bushels was handled by the Perryton Equity Exchange, Perryton, Texas, in the eight months ending December 7, 1926. Of this quantity the Exchange bought 1,585,415 bushels from members and 475,000 bushels from outsiders. Sales of wheat amounted to \$1,924,348 and total sales to \$2,474,348. Gross profits totaled \$86,676, of which \$49,132 was from wheat, and \$19,034 from commissions. Expenses amounted to \$43,476, leaving a net profit, less depreciation, of \$40,255. The net gain at each station was as follows: Perryton, \$20,255; Huntton, \$5,908; Wawaka, \$5,256; Farnsworth, \$4,242; Twitchell, \$3,638; Lord, \$953.

The net gains for the year were distributed as follows: dividend on capital stock, \$7,330; pro rata dividend on stockholders' business, \$31,942; transferred to surplus account, \$982.

This organization is now one of the largest of the Equity Exchanges. It has operated seven years and has 496 members. Transactions for the seven years of operation are shown in the table below:

Year	Number of members	Sales	Dividends paid
1920	126	\$ 466,931	\$ 9,593
1921	224	786,304	20,332
1922	252	501,560	18,829
1923	257	432,551	4,565
1924	320	1,155,054	23,672
1925	390	264,333	6,201
1926*	496	2,474,348	39,273

\*Eight months of 1926-27 season.

## COMPLETE RECORDS KEPT BY ILLINOIS SHIPPERS

Iroquois County, Ill., has 19 cooperative livestock shipping associations, through which 418 cars of livestock were shipped in 1925. This stock had a total value of \$770,904.

Each of the associations reports monthly to the county farm bureau the following information: data on market, commission firm, number of cars, number of animals of each class, also home weight, market weight, Chicago gross weight, shrink, per cwt. for each class of livestock, gross receipts, freight, yardage, feed, commission, total Chicago expense, Chicago net, manager's commission, sinking and insurance fund, total home expense, home net, and amount of losses paid. This report is used as a basis for bookkeeping by a number of the associations. This statistical information is of great interest at the meetings of the county board representing the various associations.

The first livestock shipping association in Iroquois County was organized in 1920 with the aid of the county adviser who has served the county 13 years. Six more associations were formed in 1920, six in 1921, three in 1922, two in 1923, and one in 1924.

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FARMERS' UNION LIVESTOCK AGENCIES ON TERMINAL MARKETS

More than 25,000 cars of livestock were handled by three of the Farmers' Union sales agencies along the Missouri River during 1926. The Farmers' Union Livestock Commission at St. Joseph handled 9,587 cars. Its commissions on sales amounted to \$178,362, and its total income to \$180,463. Expenses for the year were \$79,261, or 44 per cent of commissions collected. Average operating expenses per car were \$8.27. Net earnings for the year were \$101,202. On New Year's Day the association began mailing the checks for a patronage refund of \$100,000.

The Farmers' Union Livestock Commission of Omaha handled 453,400 animals. This total included 358,291 hogs, 70,696 cattle, and 24,413 sheep. Sales by the commission amounted to \$15,121,400, and purchases to \$305,208, making the total volume of business \$15,426,608. Commissions collected amounted to \$140,076, and expenses to \$67,739, or 48 per cent of the commissions collected. Average operating expenses per car were \$8.21. Total net earnings for the year were \$76,080.

Total receipts of livestock by the Farmers' Union Livestock Commission of Sioux City included 344,610 hogs, 40,674 cattle and calves, and 13,955 sheep, making a total of 399,239 animals. Livestock sales amounted to \$11,240,860, and livestock bought was valued at \$1,939,869, making the total of sales and purchases \$13,180,729. Total commissions were \$122,111 and expenses were \$67,403, or 55 per cent of commissions. Average operating expenses per car were \$8.79. Net earnings for the year amounted to \$54,736.

### MONTANA WOOL ASSOCIATION IS GROWING

Every year since its organization the Stillwater County Wool Growers' Association, Columbus, Mont., has been serving a larger number of wool growers. Furthermore, the quantity of wool handled has increased each year. Seventy-five consignors in 1920 delivered 250,000 pounds of wool for marketing. The following year 85 growers delivered 300,000 pounds, the next year 115 growers delivered 350,000, and in 1926, 250 growers delivered 750,000 pounds, which sold for \$226,250.

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### INDIANA WOOL POOL REPORTS ON PROGRESS

Up to November 1, 1926, the Indiana Wool Growers' Association, Indianapolis, had received 375,877 pounds of the 1926 clip, consigned by 1,481 growers. This wool had been shipped to Columbus for sale by the Ohio Wool Growers' Association and 353,360 pounds had been sold and settled for at the following prices: Delaine,  $42\frac{1}{2}$  cents; half blood,  $42\frac{1}{4}$  cents; three-eighths blood,  $42\frac{1}{2}$  cents; one-fourth blood,  $42\frac{1}{4}$  cents; fine clothing, 38 cents; medium clothing,  $38\frac{1}{2}$  cents; seedy and burry, 36 cents.

Wool marketing work has been carried on by the Indiana Farm Bureau for the past five years, and under its auspices the Indiana Wool Growers' Association was organized early in 1925 and incorporated in 1926 as a department of the State Farm Bureau. The pooled wools have been sold through the Ohio Wool Growers' Cooperative Association.

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### COOPERATIVE WOOL MARKETING IN TENNESSEE

Seventeen hundred Tennessee wool producers marketed cooperatively 229,664 pounds of wool of the 1926 clip. This wool had a sales value of \$87,276.

Eight years ago Tennessee wool growers began selling collectively under the auspices of the marketing specialist of the State College of Agriculture. In 1919 wools were assembled at eight points, in 1920 at 15 points, and in 1924 at 36 points. Usually the marketing specialist assists in the grading and selling of the annual clips. All the fleeces of the same grade are pooled, the producers receiving the same price for the same grade.

More than one million pounds of wool have been thus marketed during the past eight years. The growers have received approximately \$300,000 for their fleeces.

### COOPERATION IN SOUTH AFRICA

The report of the board of directors of the Central Agency for Co-operative Societies, Ltd., Johannesburg, South Africa, shows a turnover of £1,422,915 for the year ending June 30, 1926. The principal items making up the total are: £1,217,765 for 2,288,589 bags of maize; £8,765 for 18,940 bags of kaffir-corn, and £3,827 for other produce sold, including livestock. Purchases of agricultural implements and farm requisites amounted to £93,762, and purchases of grain bags to the value of £98,794 were made.

The profit of the Central Agency for the year was £10,601. Outstanding share capital on June 30 was £13,800. Interest was paid on share capital and a bonus to the association staff.

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### FARMERS ARE COOPERATING IN HOLLAND

More than a quarter million Dutch farmers belong to some co-operative organization, according to a recent consular report from Amsterdam. This number includes about 130,000 dairy farmers. At the beginning of 1926 there were 243 cooperative butter factories in the Netherlands, compared with 17 private factories; 59 cooperative cheese factories and 4 non-cooperative; 147 cooperative butter and cheese factories, and 45 private factories.

One hundred fifty-six thousand farmers grouped in 1,590 societies make extensive purchases of fertilizers and farm supplies. There are also seven cooperative sugar beet factories and 20 cooperative potato growers' associations, each handling a large volume of business.

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### BRITISH COOPERATOR BEQUEATHS LARGE SUM FOR SCHOLARSHIPS

The sum of ten thousand pounds was bequeathed by the late Sir Arthur H. Dyke Acland, long connected with the cooperative movement in Great Britain, to establish scholarships "With a view to encouraging an intelligent study of industrial or social or educational conditions in countries outside the United Kingdom by young men or women chosen by the trustees appointed jointly by the executive committee of the Labour Party and the Central Co-operative Board...." The funds are to be held and administered by four trustees, two appointed by the executive committee of the Labour Party and two by the Central Cooperative Board, and one from each group is always to be a woman. These trustees are to select from time to time one or more men or women, between the ages of twenty and thirty at the time of selection, to visit any country or countries outside the United Kingdom to study, investigate and report upon any developments considered of interest or importance to the co-operative or labor movements.

### SCIENTIFIC METHODS MUST BE EMPLOYED

Every progressive and up-to-date shipowner now has his vessels equipped with radio. A few years ago this seemed extravagant, chart, compass, and barometer being thought sufficient. Gradually, however, it became evident that it was not enough to know position and progress and the weather of the immediate future. Wisdom dictated that it was essential to know the location of other ships, their progress, and the probable weather some time in advance, then radio came into general use by ships.

Business could once be operated by knowing position and progress at intervals. This information was supplied by the balance sheet and operating statements. The immediate future was estimated by the owner on the basis of his experience in reading the business sky.

Eventually, it became evident that information secured from these means was not sufficient. Successful operation demanded that the prospects for the future be known farther in advance, the progress the individual business was making when compared with others, the probable changes in the business weather of the future, then commercial research came into use.

This new aid to management has a fearsome sound to many, probably because of lack of acquaintance with it. In reality it is merely the collecting of all the facts having to do with a given situation, arranging them in proper order, and striving to see the true picture of what has been and is happening in the business. It is another step in the progress of substituting scientific methods of conducting business for rule-of-thumb methods.

Commercial research attempts to find answers to the questions as to the demand for the particular product, the price at which the present supply will be absorbed, and the best methods of reaching and supplying this demand.

Practically all the large private businesses which are now enjoying a large measure of success are making active use of this new aid to more intelligent management. Few cooperatives have as yet seen the light -- the wisdom of making use of what has been proved a most useful help in avoiding business pitfalls.

Wise management is the most important element in business success. Wisdom in management can result only from a knowledge of all the facts, many of them the products of research. Cooperatives which do not take advantage of such tools to furnish all the facts on which to found wise management are placing big handicaps in their own path to success.

TENANT IN LOUISIANA CONTROLS HIS SHARE

In Louisiana Farm Bureau Cotton Growers' Cooperative Association v. Clark, 160 La. 294, 107 So. 115, the Supreme Court of Louisiana held unconstitutional the provision in the cooperative marketing act of that state that "it shall be conclusively presumed that the products produced by any person, firm or corporation during the period of time covered by such marketing contract, on the land of such member, however and by whomsoever produced are the products of such member, and as such, are subject to said marketing contract."

A case involving a similar situation to that presented in the Clark case was recently decided by the Supreme Court of Louisiana. Louisiana Farm Bureau Cotton Growers' Cooperative Association v. Bannister, 109 So. 776. In this case the Association brought suit against one of its members, alleging that he had failed to deliver six bales of cotton to the Association, and asked for specific performance of the contract, \$100 as liquidated damages, and a \$500 attorney fee. The Supreme Court said:

Plaintiff's contention, briefly stated, is that all cotton grown on the land of defendant is affected by the marketing contract regardless of any interest a third person, not a member of the association, may have in said cotton, and that one who leases land on a share basis is the sole owner of the crop, such a contract being legally considered as one for hire, and that the only remedy of the producer is to claim a laborer's lien in the thing produced.

The Supreme Court of Louisiana in disposing of this case on rehearing said:

We adhere to our holding in the Clark case that where the lessor leases land to a tenant under a share contract, the crop produced belongs to the lessor and the lessee respectively, in the proportions fixed by the contract between them....

Necessarily it follows that the defendant can not be compelled to deliver to plaintiff association cotton of which he is not the sole owner, as it is not legally possible for him to do so without the consent of his co-owners.

L. S. Hulbert.

### STATUS OF CONTRACTS MADE BEFORE INCORPORATION

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On December 8, 1926, the Supreme Court of Michigan decided the case of Hart Potato Growers' Association v. Greiner, 211 N. W. 45. The association successfully bought suit for the recovery of damages on account of a breach of its marketing agreement, and defendant appealed.

The association, which is a member of the Michigan Potato Growers' Exchange, was organized by potato growers near Hart, Mich. Prior to the incorporation of the association, the defendant and other potato growers entered into preliminary contracts with the association which was to be formed, with the understanding that the contracts were not to become operative until similar contracts had been secured from the growers of 50 per cent of the commercial acreage within that market area. It was contended by the attorneys for the defendant that inasmuch as the association was not in existence at the time he entered into his contract, the contract was invalid. In answer to this contention the Court said:

It is true that the so-called contract did not become binding and operative when the defendant signed it. It was not intended that it should. In fact, it was not a contract at all, but merely an open and continuing offer, which ripened into a contract when the conditions were met by those who were promoting the plaintiff company. These conditions were that they should organize a cooperative marketing association and secure similar contracts from other growers representing 50 per cent of the commercial acreage in the Hart area. They accomplished both of these things, but, before the organization was legally perfected, the incorporators signed the name of the proposed corporation to the contract. The statute (section 2 of chapter 2, Act 84, Public Acts of 1921) declares such preliminary organization contracts by incorporators to be legal. But, regardless of this statute, they became contracts enforceable by and against the corporation when the board of directors by resolution "approved, ratified and adopted" them.

On his part, the defendant recognized and treated the contract as valid by delivering potatoes to the plaintiff after he had been notified of its acceptance. Our conclusion is that it is valid and binding. The defendant made an offer in writing to enter into a contract with a corporation to be formed, and he kept the offer open until it was accepted by the incorporators. We think, in view of the language of the statute, it then became effective. But, if not then, it became effective beyond question when accepted and adopted by the corporation after it became legally entitled to commence its corporate business.

L. S. Hulbert.

### APPLE GROWERS HAVE NEW HOUSE ORGAN

A new house organ called "Skookum News" has appeared under date of January, 1927, as the publication of the Skookum Packers' Association, Wenatchee, Wash. One of the features of the paper is the first installment of "The History of Skookum."

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### INSTITUTE OF COOPERATION PUBLISHES PROCEEDINGS

The proceedings of the Second Summer Session of the American Institute of Cooperation, held at the University of Minnesota, June 21 to July 17, 1926, have now appeared in two large volumes entitled "American Cooperation." The papers and discussions of the various sessions are included, also a list of the persons in attendance at the meetings. The books are published by the American Institute of Cooperation, 1731 Eye Street, Northwest, Washington, D. C.

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### NEW MOTION PICTURE OF COOPERATIVE MARKETING

The early development and the present extent of cooperative marketing is graphically presented in a new motion picture, "Cooperative Marketing in the United States," just released by the United States Department of Agriculture.

This film, a contribution from the Division of Cooperative Marketing, Bureau of Agricultural Economics, begins with scenes of cooperative activities in pioneer days, such as barn-raisings and husking-bees. By means of animated charts and scenes of the operations of representative associations it brings out the gradual development of cooperative marketing and the present extent of the movement. More than twenty associations in a dozen states were visited in obtaining the necessary scenes for the picture.

In addition to showing many processes in the cooperative handling of important farm crops, the film presents in a striking manner the magnitude of the cooperative marketing activities of approximately two million American farmers.

This is the fourth of a series of educational films designed for use by cooperative associations, extension workers, and others engaged in teaching cooperative principles and practices. It covers the subject in a general way rather than showing a single commodity or the detailed operations of a particular group of organizations.

Those who can use this film to good advantages may obtain it for a limited period free, by paying transportation charges. Requests or inquiries should be sent to the Office of Motion Pictures, United States Department of Agriculture, Washington, D. C.

REPORTED BY THE ASSOCIATIONS

The teaching of cooperation is a part of the curriculum in the training schools of the Province of Madras, India, and lessons in co-operation have been included in certain of the readers used in the elementary and secondary schools. Cooperative societies are working in 8 colleges, 36 secondary schools, and 7 training schools.

The Florida Citrus Exchange, Tampa, has received a request from Japan for a copy of its booklet of 102 tested recipes for using oranges and grapefruit. The request comes in quaint language from the enterprising owner of a restaurant in Osaka, who wishes to improve his business by the addition of "genuine American Style Seald-Sweet Florida Oranges and Grapefruit."

Announcement is made by the management of the Prune and Apricot Growers' Association, San Jose, Calif., that an intensive sales campaign in behalf of Sunsweet prunes and apricots is being carried on. Two hundred specialty salesmen have been soliciting orders from retailers and arranging window displays. Advertisements have been carried in the newspapers in the population centers, and posters and billboard advertisements have been displayed for two months.

A two-day school for its fieldmen was conducted recently by the organization department of the North Dakota Wheat Growers' Association. Among the subjects considered were: Benefits of elevators at shipping centers; Their influence upon old and new members; The value of the credit company as a service station for members; Problem of getting deliveries from dissatisfied members; and Canvassing and its problems. The policies of the association were discussed by its executive officers.

The report of the Deputy Registrar of Cooperative Societies of New South Wales, for the year ending June 30, 1926, shows 264 societies, of which 36 were rural, classified as follows: 13 butter factories, 1 cheese factory, 11 fruit marketing societies, 5 poultry farming societies, 2 fodder and agistment societies, and 4 miscellaneous. Of the 36 societies 27 had 2,600 members and sold produce during the year to the amount of £638,752.

The Mississippi Farm Bureau Agricultural Credit Corporation is now ready for business and will make a limited number of loans for production purposes to members of the Mississippi Farm Bureau Cotton Association. As the organization is beginning business with a small amount of capital, it will be necessary to limit the loans until the capital can be increased. No farmer may borrow an amount greater than 50 per cent of the value of his average production for the last three years, or 75 per cent of his worst year of the three.

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Barclay, George A. Wheat Pools Solve Marketing Riddle. Wheat Grower, Grand Forks, S. Dak., January 1, 1927, p. 5.

Christensen, Chris L. Federal Activities in the Cooperative Marketing Field. Sealdsweet Chronicle, Tampa, Fla., December 1, 1926, p. 9; December 15, 1926, p. 11.

Cooperative Marketing Journal, Washington, D. C., January, 1927. Contents: John D. Black, Cooperative Research Department; C. R. Fay, Agricultural Cooperation: A World Movement; A. W. McKay, Education under the Cooperative Marketing Act; Robin Hood, Effective Cooperative Publications; Hale Tennant, Nature of the Contract; A. V. Swarthout, Satisfy the Consumer Preference; John D. Zink, Cooperative Purchasing; Walton Peteet, Profiting by Experience.

Downie, Ernest R. Grain Publication Misquotes Secretary Jardine. Wheat Growers' Journal, January 1, 1927, p. 2.

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IN THIS ISSUE

	<u>Page</u>
<b>Statistical studies:</b>	
Cooperatives are increasing in size.....	21
<b>Fruits and vegetables:</b>	
Skookum apples being advertised.....	22
California citrus association completes twenty years.....	22
Yakima association finds warehouse reports valuable.....	23
Florida citrus association is active.....	23
<b>Dairy products:</b>	
Nebraska Equity creamery reports net earnings.....	24
Ohio farmers have new milk plant at Cleveland.....	24
Milk association at St. Louis reorganizing.....	24
Minnesota milk marketing association is growing.....	25
<b>Grain:</b>	
North Dakota association to condition grain.....	26
Texas has big Equity-Union Exchange.....	26
<b>Livestock:</b>	
Complete records kept by Illinois shippers.....	27
Farmers' Union livestock agencies at terminal markets.....	27
<b>Wool:</b>	
Montana wool association is growing.....	28
Indiana wool pool reports on progress.....	28
Cooperative wool marketing in Tennessee.....	28
<b>Foreign:</b>	
Cooperation in South Africa.....	29
Farmers are cooperating in Holland.....	29
British cooperator bequeaths large sum for scholarships....	29
<b>Business practices:</b>	
Scientific methods must be employed.....	30
<b>Legal:</b>	
Tenant in Louisiana controls his share.....	31
Status of contracts made before incorporation.....	32
<b>Miscellaneous:</b>	
Apple growers have new house organ (Wash).....	33
Institute of Cooperation publishes proceedings.....	33
New motion picture of cooperative marketing.....	33
Reported by the associations.....	34
Selected list of publications and articles.....	35